

Gary H. Ditto
 Long Foster Realtors
 REAL ESTATE TRENDS BY ZIPCODE
 December '08 vrs December '09

ZIP	Data	2008	2009
20814	# of Homes Sold	19	30
	Average of Close Price	\$671,411	\$597,487
	Average of DOM	111	68
	% Below Asking Price	79%	73%
	% Above Asking Price	5%	10%
	% Sold Over \$ 1,000,000	5%	7%
20815	# of Homes Sold	25	26
	Average of Close Price	\$911,743	\$1,014,327
	Average of DOM	59	83
	% Below Asking Price	84%	84%
	% Above Asking Price	4%	12%
	% Sold Over \$ 1,000,000	32%	50%
20816	# of Homes Sold	15	19
	Average of Close Price	\$772,367	\$957,121
	Average of DOM	68	52
	% Below Asking Price	80%	74%
	% Above Asking Price	0%	16%
	% Sold Over \$ 1,000,000	20%	37%
20817	# of Homes Sold	25	33
	Average of Close Price	\$798,720	\$1,040,977
	Average of DOM	77	105
	% Below Asking Price	92%	82%
	% Above Asking Price	4%	6%
	% Sold Over \$ 1,000,000	20%	39%
20818	# of Homes Sold	2	
	Average of Close Price	\$995,000	
	Average of DOM	294	
	% Below Asking Price	100%	
	% Above Asking Price	0%	
	% Sold Over \$ 1,000,000	50%	
20832	# of Homes Sold	14	11
	Average of Close Price	\$393,871	\$379,273
	Average of DOM	143	68
	% Below Asking Price	79%	73%
	% Above Asking Price	7%	9%
	% Sold Over \$ 1,000,000	0%	0%
20850	# of Homes Sold	24	32
	Average of Close Price	\$496,833	\$470,280
	Average of DOM	88	52
	% Below Asking Price	75%	66%
	% Above Asking Price	13%	13%
	% Sold Over \$ 1,000,000	8%	0%
20851	# of Homes Sold	5	12
	Average of Close Price	\$280,180	\$287,575
	Average of DOM	90	51
	% Below Asking Price	80%	50%
	% Above Asking Price	0%	25%
	% Sold Over \$ 1,000,000	0%	0%

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20852	# of Homes Sold	23	29
	Average of Close Price	\$378,708	\$438,376
	Average of DOM	62	60
	% Below Asking Price	65%	69%
	% Above Asking Price	4%	21%
	% Sold Over \$ 1,000,000	0%	0%
20853	# of Homes Sold	21	27
	Average of Close Price	\$361,748	\$352,367
	Average of DOM	85	57
	% Below Asking Price	52%	52%
	% Above Asking Price	29%	33%
	% Sold Over \$ 1,000,000	0%	0%
20854	# of Homes Sold	22	39
	Average of Close Price	\$1,001,091	\$989,096
	Average of DOM	91	74
	% Below Asking Price	86%	74%
	% Above Asking Price	9%	15%
	% Sold Over \$ 1,000,000	32%	33%
20855	# of Homes Sold	11	6
	Average of Close Price	\$506,112	\$485,417
	Average of DOM	110	62
	% Below Asking Price	82%	50%
	% Above Asking Price	0%	0%
	% Sold Over \$ 1,000,000	9%	0%
20877	# of Homes Sold	33	19
	Average of Close Price	\$289,158	\$271,345
	Average of DOM	129	74
	% Below Asking Price	45%	42%
	% Above Asking Price	18%	26%
	% Sold Over \$ 1,000,000	0%	0%
20878	# of Homes Sold	47	44
	Average of Close Price	\$388,871	\$453,837
	Average of DOM	104	84
	% Below Asking Price	72%	70%
	% Above Asking Price	13%	16%
	% Sold Over \$ 1,000,000	0%	5%
20879	# of Homes Sold	27	33
	Average of Close Price	\$264,882	\$212,764
	Average of DOM	128	50
	% Below Asking Price	74%	42%
	% Above Asking Price	11%	36%
	% Sold Over \$ 1,000,000	0%	0%
20882	# of Homes Sold	8	6
	Average of Close Price	\$498,813	\$569,333
	Average of DOM	111	112
	% Below Asking Price	63%	67%
	% Above Asking Price	38%	0%
	% Sold Over \$ 1,000,000	0%	0%

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ZIP	Data	2008	2009
20886	# of Homes Sold	24	40
	Average of Close Price	\$249,521	\$188,731
	Average of DOM	118	50
	% Below Asking Price	38%	43%
	% Above Asking Price	25%	40%
	% Sold Over \$ 1,000,000	0%	0%
20895	# of Homes Sold	8	16
	Average of Close Price	\$447,800	\$479,361
	Average of DOM	198	93
	% Below Asking Price	100%	81%
	% Above Asking Price	0%	0%
	% Sold Over \$ 1,000,000	0%	6%
20896	# of Homes Sold	1	2
	Average of Close Price	\$463,500	\$484,950
	Average of DOM	39	44
	% Below Asking Price	100%	0%
	% Above Asking Price	0%	50%
	% Sold Over \$ 1,000,000	0%	0%
20901	# of Homes Sold	26	19
	Average of Close Price	\$378,108	\$347,295
	Average of DOM	119	61
	% Below Asking Price	77%	58%
	% Above Asking Price	12%	21%
	% Sold Over \$ 1,000,000	0%	0%
20902	# of Homes Sold	37	41
	Average of Close Price	\$318,523	\$306,492
	Average of DOM	84	56
	% Below Asking Price	54%	54%
	% Above Asking Price	24%	20%
	% Sold Over \$ 1,000,000	0%	2%
20903	# of Homes Sold	3	7
	Average of Close Price	\$271,667	\$283,759
	Average of DOM	93	73
	% Below Asking Price	33%	57%
	% Above Asking Price	67%	29%
	% Sold Over \$ 1,000,000	0%	0%
20904	# of Homes Sold	25	20
	Average of Close Price	\$359,951	\$284,979
	Average of DOM	106	115
	% Below Asking Price	68%	60%
	% Above Asking Price	8%	20%
	% Sold Over \$ 1,000,000	0%	0%
20905	# of Homes Sold	11	10
	Average of Close Price	\$518,000	\$481,530
	Average of DOM	102	35
	% Below Asking Price	64%	40%
	% Above Asking Price	18%	40%
	% Sold Over \$ 1,000,000	0%	0%

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ZIP	Data	2008	2009
20906	# of Homes Sold	56	52
	Average of Close Price	\$269,147	\$265,900
	Average of DOM	122	109
	% Below Asking Price	66%	54%
	% Above Asking Price	14%	17%
	% Sold Over \$ 1,000,000	0%	0%
20910	# of Homes Sold	15	26
	Average of Close Price	\$484,627	\$355,126
	Average of DOM	72	75
	% Below Asking Price	80%	58%
	% Above Asking Price	7%	19%
	% Sold Over \$ 1,000,000	0%	0%
20912	# of Homes Sold	10	14
	Average of Close Price	\$395,750	\$374,888
	Average of DOM	134	73
	% Below Asking Price	90%	64%
	% Above Asking Price	10%	14%
	% Sold Over \$ 1,000,000	0%	0%